

Department of Business and Industry
Real Estate Division, Education Section
(702) 486-0951
Email: realest@red.nv.gov
SOUTHERN NEVADA

1. The courses in this calendar have been approved by the Real Estate Commission.
 2. The calendar has been compiled with information obtained from the listed sponsors.
 3. Scroll down for the complete calendar.
 4. The Division does not endorse any one sponsor nor does it guarantee the accuracy of the information provided.
- Contact the sponsor direct for more information and to register for class.**

GENERAL & PERSONAL DEVELOPMENT							
Class Date	Course Time	Course Title	Hours	CE #	Designation	Class Location	Sponsor Name and Contact Information
09/08/16	9:00 AM	Image Magic for Realtors	3	CE.4386000-RE	Personal Development	Henderson	Windermere Prestige Properties www.windermere.com (702) 432-4600
09/08/16	1:00 PM	Prospecting Plan of Action and Time Management	3	CE.5771000-RE	Personal Development	Las Vegas	Coldwell Banker Premier Realty www.lasvegashomes.com (702) 871-9500
09/08/16	1:00 PM	Red Flags and the Duty to Investigate	3	CE.4339002-RE	General	Las Vegas	Bridge Home Inspections www.bridgehomeinspections.com (702) 481-2262
09/12/16	9:00 AM	Weathering A Stormy Transaction	3	CE.3201000-RE	General	Las Vegas	Greater Las Vegas Association of Realtors www.lasvegasrealtor.com (702) 732-8177
09/12/16	9:00 AM	Why Home Inspections are So Important!	3	CE.4068000-RE	General	Henderson	Win Home Inspection www.wini.com (702) 459-9464
09/13/16	9:00 AM	The Process of Foreclosure	3	CE.5822000-RE	General	Las Vegas	Realty One Group www.lasvegasce.com (702) 898-0101
09/13/16	1:00 PM	Agent Safety, Situational Awareness and Training	3	CE.4243000-RE	Personal Development	Henderson	Brian C. Wolffis www.asd5.us (702) 743-4171
09/14/16	1:00 PM	Real Estate Safety Matters: Safe Business = Smart Business	3	CE.4235000-RE	General	Las Vegas	Greater Las Vegas Association of Realtors www.lasvegasrealtor.com (702) 732-8177
09/14/16	1:00 PM	Agent Safety, Situational Awareness and Training	3	CE.4243000-RE	Personal Development	Las Vegas	Brian C. Wolffis www.asd5.us (702) 743-4171

09/15/16	9:00 AM	Demystifying Probate, Estate Planning & Asset Protection/ What Every Real Estate Professional Needs to Know	3	CE.4217000-RE	General	Las Vegas	Jeffrey Burr, Ltd www.jeffreyburr.com (702) 433-4455
09/15/16	9:00 AM	Introduction to Commercial Real Estate in Nevada	3	CE.5668000-RE	General	Las Vegas	Key Realty School www.keyrealtyschool.com (702) 313-7000
09/15/16	1:00 PM	Commercial Leasing in Nevada	3	CE.5671000-RE	General	Las Vegas	Key Realty School www.keyrealtyschool.com (702) 313-7000
09/15/16	1:00 PM	Real Estate Safety: Awareness and Preparedness for Real Estate Professionals	3	CE.4377000-RE	Personal Development	Las Vegas	Vantac International www.vantac.com (702) 478-8585
09/16/16	9:00 AM	Advanced Introduction to Commercial Real Estate in Nevada	3	CE.5669000-RE	General	Las Vegas	Key Realty School www.keyrealtyschool.com (702) 313-7000
09/16/16	1:00 PM	Commercial Sales in Nevada	3	CE.5672000-RE	General	Las Vegas	Key Realty School www.keyrealtyschool.com (702) 313-7000
09/19/16	9:00 AM	Intro to NHD Single- Family Homebuyer Programs	3	CE.2059001-RE	General	Las Vegas	Nevada Housing Division www.housing.nv.gov (702) 486-7220 or (775) 687-2036
09/19/16	9:00 AM	Red Flags and the Duty to Investigate	3	CE.4339001-RE	General	Las Vegas	Steven Kitnick Seminars www.nevadace.com (702) 255-8722
09/19/16	1:00 PM	Renovation Loans	3	CE.4366000-RE	Personal Development	Las Vegas	AR Connect (702) 521-5650
09/20/16	8:00 AM	Senior Real Estate Specialist (SRES)	7	CE.5371001-RE	General	Las Vegas	Greater Las Vegas Association of Realtors www.lasvegasrealtor.com (702) 732-8177
09/20/16		A Realistic Look at Home Inspection	3	CE.5309000-RE	General	Las Vegas	Nevada Real Estate Academy www.nvrealacademy.com (702) 796-7777
09/21/16	9:00 AM	Impact of Credit on a Real Estate Transaction	3	CE.5282000-RE	General	Las Vegas	Nova Home Loans www.theeducationexchange.net (520) 220-4851
09/21/16	10:00 AM	Agent Safety, Situational Awareness and Training	3	CE.4243000-RE	Personal Development	Henderson	Brian C. Wolffis www.asd5.us (702) 743-4171
09/21/16	2:00 PM	Negotiating- Technique, Tactics, Gambits and Counter Gambits	3	CE.4111000-RE	General	Henderson	Jimmy Dague (702) 595-4440
09/22/16	9:00 AM	Why Home Inspections are So Important!	3	CE.4068000-RE	General	Las Vegas	Win Home Inspection www.wini.com (702) 459-9464
09/22/16	10:00 AM	Agent Safety, Situational Awareness and Training	3	CE.4243000-RE	Personal Development	Las Vegas	Brian C. Wolffis www.asd5.us (702) 743-4171

09/23/16	9:00 AM	International Buyers in the United States	3	CE.4295000-RE	General	Las Vegas	Realty One Group www.lasvegasce.com (702) 898-0101
09/27/16	9:00 AM	Why Home Inspections are So Important!	3	CE.4068000-RE	General	Las Vegas	Win Home Inspection www.wini.com (702) 459-9464
09/27/16	1:00 PM	Intro to NHD Single- Family Homebuyer Programs	3	CE.2059001-RE	General	Las Vegas	Nevada Housing Division www.housing.nv.gov (702) 486-7220 or (775) 687-2036
09/27/16	1:30 PM	What Every Real Estate Agent Needs to Know About Mortgage Financing	3	CE.4238002-RE	General	Las Vegas	Steven Kitnick Seminars www.nevadace.com (702) 255-8722
09/28/16	9:00 AM	Asset Protection & Estate Planning for Real Estate	3	CE.3372001-RE	Personal Development	Las Vegas	Law Offices of Gary L. Fales (702) 804-0024
09/29/16	9:00 AM	General Commercial Real Estate Part 1	3	CE.4329000-RE	General	Las Vegas	Key Realty School www.keyrealtyschool.com (702) 313-7000
09/29/16	1:00 PM	General Commercial Real Estate Part 2	3	CE.4331000-RE	General	Las Vegas	Key Realty School www.keyrealtyschool.com (702) 313-7000
09/29/16		Why Home Inspections Are So Important!	3	CE.4068000-RE	General	Las Vegas	Nevada Real Estate Academy www.nvrealacademy.com (702) 796-7777
09/29/16	9:00 AM	Real Estate Agent Success Strategy	3	CE.4171000-RE	Personal Development	Las Vegas	Windermere Prestige Properties www.windermere.com (702) 432-4600
09/29/16	9:00 AM	Why Home Inspections Are So Important!	3	CE.4068000-RE	General	Las Vegas	Win Home Inspection www.wini.com (702) 459-9464
09/30/16	1:00 PM	Probate: A New Avenue of Revenue & Referrals for Real Estate Agents	3	CE.5713000-RE	General	Las Vegas	David Bindrup Law Firm, LLC www.davidbindrup.com (702)799-9598
09/30/16	1:00 PM	Negotiating- Technique, Tactics, Gambits and Counter Gambits	3	CE.4111000-RE	General	Henderson	Jimmy Dague (702) 595-4440
10/05/16	9:00 AM	Demystifying Probate, Estate Planning & Asset Protection/ What Every Real Estate Professional Needs to Know	3	CE.4217000-RE	General	Henderson	Jeffrey Burr, Ltd www.jeffreyburr.com (702) 433-4455
10/06/16	1:00 PM	Realtor 2 Realtor: iPad Training	3	CE.4245000-RE	Personal Development	Las Vegas	Jeff Howard www.myfasteasyrealestate.com (702) 369-6000
10/06/16	1:00 PM	Steps to Becoming a Million Dollar Listing Agent	3	CE.4172000-RE	Personal Development	Henderson	Windermere Prestige Properties www.windermere.com (702) 432-4600
10/10/16	1:00 PM	Real Estate Safety Matters: Safe Business = Smart Business	3	CE.4235000-RE	General	Las Vegas	Greater Las Vegas Association of Realtors www.lasvegasrealtor.com (702) 732-8177

10/11/16		A Realistic Look at Home Inspection	3	CE.5309000-RE	General	Henderson	Nevada Real Estate Academy www.nvrealacademy.com (702) 796-7777
10/11/16		Conventional Financing	3	CE.5278000-RE	General	Las Vegas	Nova Home Loans www.theeducationexchange.net (520) 220-4851
10/12/16	1:00 PM	RESPA - Do You Know the Rules?	3	CE.4237000-RE	General	Las Vegas	Greater Las Vegas Association of Realtors www.lasvegasrealtor.com (702) 732-8177
10/12/16		Mortgage Financing in a New Age	3	CE.5179000-RE	General	Henderson	Nevada Real Estate Academy www.nvrealacademy.com (702) 796-7777
10/13/16	9:00 AM	Certified Negotiation Expert	12	CE.3702001-RE	General	Las Vegas	Real Estate Negotiation Institute www.threni.com (602) 769-1335
10/16/16	9:00 AM	Military and Veterans Housing Certification (MVHC)	8	CE.4129001-RE	General	Las Vegas	USA Homeownership Foundation www.varep.net
10/17/16	8:30 AM	CRS 202 "Effective Buyer Sales Strategies"	16	CE.3460001-RE	General	Las Vegas	Council of Residential Specialists www.crs.com (800) 462-8841
10/17/16	1:00 PM	Renovation Loans	3	CE.4366000-RE	Personal Development	Henderson	AR Connect (702) 521-5650
10/19/16	8:30 AM	CRS 121 Win-Win Negotiation Techniques	8	CE.4103000-RE	General	Las Vegas	Council of Residential Specialists www.crs.com (800) 462-8841
10/20/16	8:30 AM	CRS 201 Listing Strategies for the Residential Specialist	16	CE.2490002-RE	General	Las Vegas	Council of Residential Specialists www.crs.com (800) 462-8841
10/20/16	9:00 AM	Introduction to Commercial Real Estate in Nevada	3	CE.5668000-RE	General	Las Vegas	Key Realty School www.keyrealtyschool.com (702) 313-7000
10/20/16	1:00 PM	Demystifying Probate, Estate Planning & Asset Protection/ What Every Real Estate Professional Needs to Know	3	CE.4217000-RE	General	Las Vegas	Jeffrey Burr, Ltd www.jeffreyburr.com (702) 433-4455
10/20/16	1:00 PM	Commercial Leasing in Nevada	3	CE.5668000-RE	General	Las Vegas	Key Realty School www.keyrealtyschool.com (702) 313-7000
10/21/16	8:30 AM	CRS 120 Converting Leads Into Closings	8	CE.4102000-RE	General	Las Vegas	Council of Residential Specialists www.crs.com (800) 462-8841
10/21/16	9:00 AM	Advanced Introduction to Commercial Real Estate in Nevada	3	CE.5669000-RE	General	Las Vegas	Key Realty School www.keyrealtyschool.com (702) 313-7000
10/21/16	1:00 PM	Commercial Sales in Nevada	3	CE.5672000-RE	General	Las Vegas	Key Realty School www.keyrealtyschool.com (702) 313-7000

10/27/16	9:00 AM	Why Home Inspections are So Important!	3	CE.4068000-RE	General	Las Vegas	Win Home Inspection www.wini.com (702) 459-9464
11/04/16	9:00 AM	You Got the Million Dollar Listing ... Now What?	3	CE.4307000-RE	Personal Development	Henderson	Windermere Prestige Properties www.windermere.com (702) 432-4600
11/07/16	1:00 PM	Business/Marketing Action Plan	3	CE.4299000-RE	Personal Development	Las Vegas	Ryan King www.kingrealtyinc.com (702) 283-2880
11/08/16		A Realistic Look at Home Inspection	3	CE.5309000-RE	General	Las Vegas	Nevada Real Estate Academy www.nvrealacademy.com (702) 796-7777
11/10/16	9:00 AM	Demystifying Probate, Estate Planning & Asset Protection/ What Every Real Estate Professional Needs to Know	3	CE.4217000-RE	General	Henderson	Jeffrey Burr, Ltd www.jeffreyburr.com (702) 433-4455
11/16/16	9:00 AM	Why Home Inspections Are So Important!	3	CE.4068000-RE	General	Las Vegas	Nevada Real Estate Academy www.nvrealacademy.com (702) 796-7777
11/16/16	9:00 AM	Why Home Inspections Are So Important!	3	CE.4068000-RE	General	Las Vegas	Win Home Inspection www.wini.com (702) 459-9464
11/17/16	9:00 AM	Demystifying Probate, Estate Planning & Asset Protection/ What Every Real Estate Professional Needs to Know	3	CE.4217000-RE	General	Las Vegas	Jeffrey Burr, Ltd www.jeffreyburr.com (702) 433-4455
11/17/16	9:00 AM	Introduction to Commercial Real Estate in Nevada	3	CE.5668000-RE	General	Las Vegas	Key Realty School www.keyrealtyschool.com (702) 313-7000
11/17/16	1:00 PM	Commercial Leasing in Nevada	3	CE.5671000-RE	General	Las Vegas	Key Realty School www.keyrealtyschool.com (702) 313-7000
11/18/16	9:00 AM	Advanced Introduction to Commercial Real Estate in Nevada	3	CE.5669000-RE	General	Las Vegas	Key Realty School www.keyrealtyschool.com (702) 313-7000
11/18/16	9:00 AM	The Mortgage Process	3	CE.5747000-RE	General	Las Vegas	Nova Home Loans www.theeducationexchange.net (520) 220-4851
11/18/16	1:00 PM	Commercial Sales in Nevada	3	CE.5672000-RE	General	Las Vegas	Key Realty School www.keyrealtyschool.com (702) 313-7000
11/30/16	9:00 AM	Why Home Inspections Are So Important!	3	CE.4068000-RE	General	Las Vegas	Win Home Inspection www.wini.com (702) 459-9464
12/01/16	1:00 PM	Realtor 2 Realtor: iPad Training	3	CE.4245000-RE	Personal Development	Las Vegas	Jeff Howard www.myfasteasyrealestate.com (702) 369-6000
12/06/16		A Realistic Look at Home Inspection	3	CE.5309000-RE	General	Henderson	Nevada Real Estate Academy www.nvrealacademy.com (702) 796-7777

12/07/16		Mortgage Financing in a New Age	3	CE.5179000-RE	General	Henderson	Nevada Real Estate Academy www.nvrealacademy.com (702) 796-7777
12/08/16	9:00 AM	Demystifying Probate, Estate Planning & Asset Protection/ What Every Real Estate Professional Needs to Know	3	CE.4217000-RE	General	Henderson	Jeffrey Burr, Ltd www.jeffreyburr.com (702) 433-4455
12/15/16	1:00 PM	Demystifying Probate, Estate Planning & Asset Protection/ What Every Real Estate Professional Needs to Know	3	CE.4217000-RE	General	Las Vegas	Jeffrey Burr, Ltd www.jeffreyburr.com (702) 433-4455
12/15/16	9:00 AM	Introduction to Commercial Real Estate in Nevada	3	CE.5668000-RE	General	Las Vegas	Key Realty School www.keyrealtyschool.com (702) 313-7000
12/15/16	1:00 PM	Commercial Leasing in Nevada	3	CE.5671000-RE	General	Las Vegas	Key Realty School www.keyrealtyschool.com (702) 313-7000
12/16/16	9:00 AM	Advanced Introduction to Commercial Real Estate in Nevada	3	CE.5669000-RE	General	Las Vegas	Key Realty School www.keyrealtyschool.com (702) 313-7000
12/16/16	1:00 PM	Commercial Sales in Nevada	3	CE.5672000-RE	General	Las Vegas	Key Realty School www.keyrealtyschool.com (702) 313-7000
12/27/16	2:00 PM	Negotiating- Technique, Tactics, Gambits and Counter Gambits	3	CE.4111000-RE	General	Henderson	Jimmy Dague (702) 595-4440
12/29/16	9:00 AM	General Commercial Real Estate Part 1	3	CE.4329000-RE	General	Las Vegas	Key Realty School www.keyrealtyschool.com (702) 313-7000
12/29/16	1:00 PM	General Commercial Real Estate Part 2	3	CE.4331000-RE	General	Las Vegas	Key Realty School www.keyrealtyschool.com (702) 313-7000
12/30/16	2:00 PM	Negotiating- Technique, Tactics, Gambits and Counter Gambits	3	CE.4111000-RE	General	Henderson	Jimmy Dague (702) 595-4440